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Crime Insurance *continued from page 4*

panies. As a result, they are often called upon to advise companies on the handling of risk. In small companies without a risk manager or a security director, Marsh & McLennan will work with top executives involved in insurance buying to help them devise security procedures to meet an established need. A security consultant on the staff can recommend hardware and security techniques which may have been overlooked. In some cases, the cost of installing additional security must be weighed against the cost of buying insurance. The decision is often based on the management's attitude toward risk.

Many companies come to a broker with a preconceived notion of what they want in the way of insurance. But the broker's risk assessment may show that the program is financially unrealistic, is above the actual level of risk involved, or is insufficient to the company's needs. Haacke

says: "From our point of view, we assume the big banks know how to protect their assets. I doubt that I could tell them anything. It's in the smaller companies that we tend to be used more in loss prevention."

In their dealings with companies of all types, these advisers agree that insurance is no replacement for a good security program based in the continuous education of all employees. Michael J. McAteer, Assistant Vice President, Marsh & McLennan, concludes, "Insurance should never be the first line of defense against losses. Security has to be."

In Part Two of this article, the relationship between security and insurance will be discussed further. In addition, actual Blanket Bond and Extortion policies will be examined along with rating procedures and levels of coverage. ASIS

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